

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2015
North Coast Conventional

Dairy ID Number	Averages		1	2	3	4	5
	NC Average	Conventional					
Feed Costs							
a. Dry Roughage	\$81.06	\$78.21	\$95.26	\$125.78	\$68.26	\$39.27	\$47.90
b. Wet Feed & Wet Roughage	\$32.99	\$24.84	\$37.30	\$0.00	\$27.19	\$34.05	\$34.65
c. Concentrates	\$104.19	\$76.52	\$56.63	\$83.79	\$72.25	\$164.03	\$65.11
d. Minerals & Supplements	\$2.31	\$1.05	\$0.00	\$0.00	\$1.47	\$3.57	\$1.44
e. Pasture	\$14.83	\$21.95	\$29.39	\$0.00	\$46.38	\$0.00	\$12.73
Total Feed Costs	\$235.39	\$202.56	\$218.59	\$209.57	\$215.56	\$240.92	\$161.82
Total Feed Costs (\$/cwt)	\$18.57	\$15.65	\$11.67	\$12.17	\$27.05	\$25.04	\$12.71
Total Hired Labor	\$47.98	\$49.88	\$45.08	\$45.88	\$35.06	\$182.23	\$41.75
Total Hired Labor Costs (\$/cwt)	\$3.78	\$3.85	\$2.41	\$2.66	\$4.40	\$18.94	\$3.28
Herd Replacement	\$29.79	\$32.77	\$34.39	\$27.71	\$27.95	\$65.05	\$34.32
Less: Calf Income (\$/Cow/Month)	\$12.05	\$11.11	\$13.93	\$11.76	\$12.09	\$15.01	\$6.78
Total Herd Replacement	\$29.79	\$32.77	\$34.39	\$27.71	\$27.95	\$65.05	\$34.32
Total Replacement Costs (\$/cwt)	\$2.35	\$2.53	\$1.84	\$1.61	\$3.51	\$6.76	\$2.70
Total Operating Costs	\$55.87	\$60.42	\$44.19	\$81.60	\$41.45	\$171.73	\$46.67
Total Operating Costs (\$/cwt)	\$4.41	\$4.67	\$2.36	\$4.74	\$5.20	\$17.85	\$3.66
Total Milk Marketing Costs	\$4.56	\$6.54	\$10.67	\$6.68	\$4.33	\$4.32	\$7.31
Total Milk Marketing Costs (\$/cwt)	\$0.36	\$0.51	\$0.57	\$0.39	\$0.54	\$0.45	\$0.57
Total Cost (\$/Cow/Month)	\$373.58	\$352.17	\$352.92	\$371.44	\$324.35	\$664.26	\$291.87
Total Cost (\$/cwt)	\$29.47	\$27.21	\$18.84	\$21.57	\$40.70	\$69.05	\$22.92
Milk Production Data							
a. Milk Sold/Total Cow/Month/ (cwt)	12.68	12.94	18.73	17.22	7.97	9.62	12.73
b. Lbs Milk Sold/milk cow/day	47.84	47.59	66.22	63.92	29.45	33.85	47.77
c. Gross Milk Receipts (\$/cwt)	\$31.94	\$17.31	\$16.50	\$17.37	\$16.11	\$17.50	\$18.82
d. Mailbox Price (\$/cwt)	\$33.02	\$18.95	\$18.00	\$17.90	\$20.22	\$17.30	\$20.34
e. Mailbox Price Less Costs/ (cwt)	\$3.91	-\$7.76	-\$0.28	-\$3.29	-\$19.93	-\$51.30	-\$2.01
f. Income Over Feed Cost (\$/cwt)	\$14.45	\$3.29	\$6.32	\$5.73	-\$6.83	-\$7.74	\$7.63
g. Fat Test %	4.00%	3.99%	3.66%	3.91%	3.98%	4.18%	4.34%
h. SNF Test %	8.83%	8.84%	8.49%	9.04%	8.61%	8.92%	9.07%
Related Data							
a. Percent Dry Cows	14%	11%	8%	12%	12%	7%	13%
b. Yearly Cull Rate	39%	55%	38%	31%	26%	389%	40%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.38	\$0.39	\$0.37	\$0.32	\$0.65	\$0.77	\$0.22
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$320.23	\$286.74	\$245.00	\$275.00	\$350.00	\$347.00	\$265.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$506.97	\$413.77	\$321.92	\$248.80	\$605.20	\$581.02	\$312.00
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.42	15.60	12.29	25.00	8.99	20.38	16.00
g. Milkers (\$/hr with benefits & taxes)	\$16.49	\$15.00	\$16.31	\$15.24	\$13.17	\$18.27	\$12.79
h. Total Labor (\$/hr)	\$16.89	\$15.13	\$16.81	\$15.37	\$14.63	\$17.76	\$12.60
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.41	\$7.14	\$7.37	\$7.54	\$7.63	\$8.34	\$5.73
m. Average Total Investment per Cow	\$2,665	\$2,462	\$2,935	\$2,025	\$2,246	\$4,514	\$2,340

Visit www.cdffa.ca.gov/dairy then click on Cost of Production to see full list of feedbacks and other reports.

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2015
North Coast Organic

Dairy ID Number	Averages		6	7	8	9	10	11
	NC Average	Organic						
Feed Costs								
a. Dry Roughage	\$81.06	\$82.32	\$112.69	\$79.68	\$93.72	\$64.69	\$79.27	\$6.68
b. Wet Feed & Wet Roughage	\$32.99	\$36.57	\$27.02	\$43.14	\$27.94	\$50.93	\$59.55	\$0.00
c. Concentrates	\$104.19	\$116.36	\$131.23	\$84.36	\$161.38	\$84.71	\$111.35	\$170.20
d. Minerals & Supplements	\$2.31	\$2.87	\$0.00	\$0.37	\$6.75	\$3.08	\$11.46	\$0.00
e. Pasture	\$14.83	\$11.69	\$29.25	\$19.54	\$0.00	\$6.22	\$9.51	\$12.24
Total Feed Costs	\$235.39	\$249.82	\$300.19	\$227.09	\$289.79	\$209.64	\$271.13	\$189.12
Total Feed Costs (\$/cwt)	\$18.57	\$19.89	\$20.72	\$18.79	\$17.17	\$20.48	\$21.65	\$22.39
Total Hired Labor	\$47.98	\$47.14	\$44.21	\$46.28	\$58.30	\$54.20	\$66.80	\$0.00
Total Hired Labor Costs (\$/cwt)	\$3.78	\$3.75	\$3.05	\$3.83	\$3.46	\$5.30	\$5.33	\$0.00
Herd Replacement	\$29.79	\$28.47	\$29.08	\$47.77	\$18.91	\$16.34	\$27.26	\$25.47
Less: Calf Income (\$/Cow/Month)	\$12.05	\$12.46	\$12.56	\$14.66	\$14.79	\$9.86	\$15.40	\$0.58
Total Herd Replacement	\$29.79	\$28.47	\$29.08	\$47.77	\$18.91	\$16.34	\$27.26	\$25.47
Total Replacement Costs (\$/cwt)	\$2.35	\$2.27	\$2.01	\$3.95	\$1.12	\$1.60	\$2.18	\$3.02
Total Operating Costs	\$55.87	\$53.87	\$35.69	\$70.98	\$42.05	\$33.88	\$85.71	\$76.42
Total Operating Costs (\$/cwt)	\$4.41	\$4.29	\$2.46	\$5.87	\$2.49	\$3.31	\$6.84	\$9.05
Total Milk Marketing Costs	\$4.56	\$3.69	\$7.36	\$2.72	\$2.57	\$2.85	\$4.92	\$4.10
Total Milk Marketing Costs (\$/cwt)	\$0.36	\$0.29	\$0.51	\$0.23	\$0.15	\$0.28	\$0.39	\$0.48
Total Cost (\$/Cow/Month)	\$373.58	\$382.99	\$416.53	\$394.84	\$411.63	\$316.90	\$455.82	\$295.11
Total Cost (\$/cwt)	\$29.47	\$30.49	\$28.75	\$32.67	\$24.40	\$30.96	\$36.40	\$34.94
Milk Production Data								
a. Milk Sold/Total Cow/Month/ (cwt)	12.68	12.56	14.49	12.09	16.87	10.23	12.52	8.45
b. Lbs Milk Sold/milk cow/day	47.84	47.96	53.20	46.12	64.34	40.58	47.55	27.55
c. Gross Milk Receipts (\$/cwt)	\$31.94	\$38.56	\$33.71	\$37.81	\$43.37	\$33.95	\$35.15	\$38.05
d. Mailbox Price (\$/cwt)	\$33.02	\$39.39	\$36.88	\$37.58	\$42.57	\$35.79	\$36.86	\$39.52
e. Mailbox Price Less Costs/ (cwt)	\$3.91	\$9.19	\$8.64	\$5.14	\$18.33	\$5.11	\$0.85	\$5.07
f. Income Over Feed Cost (\$/cwt)	\$14.45	\$19.50	\$16.16	\$18.79	\$25.40	\$15.31	\$15.20	\$17.13
g. Fat Test %	4.00%	4.01%	3.69%	3.83%	3.93%	4.03%	4.07%	4.51%
h. SNF Test %	8.83%	8.82%	8.56%	8.72%	8.98%	8.55%	8.59%	9.41%
Related Data								
a. Percent Dry Cows	14%	15%	11%	15%	14%	18%	14%	0%
b. Yearly Cull Rate	39%	31%	29%	44%	28%	25%	32%	17%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.38	\$0.38	\$0.41	\$0.48	\$0.41	\$0.35	\$0.45	\$0.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$320.23	\$337.71	\$360.00	\$330.00	\$325.00	\$310.00	\$375.00	\$0.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$506.97	\$565.23	\$623.65	\$475.47	\$508.03	\$566.86	\$621.63	\$600.00
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.42	16.79	15.25	13.20	25.25	12.00	15.01	18.51
g. Milkers (\$/hr with benefits & taxes)	\$16.49	\$17.45	\$15.51	\$18.84	\$15.48	\$18.13	\$15.58	\$0.00
h. Total Labor (\$/hr)	\$16.89	\$17.85	\$16.00	\$19.42	\$17.71	\$18.59	\$15.03	\$0.00
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.41	\$8.98	\$10.42	\$8.10	\$10.86	\$7.78	\$9.75	\$6.17
m. Average Total Investment per Cow	\$2,665	\$2,754	\$2,318	\$2,799	\$2,865	\$2,508	\$3,005	\$2,491

CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2015
North Coast Organic

Dairy ID Number	12	13
Feed Costs		
a. Dry Roughage	\$69.27	\$86.31
b. Wet Feed & Wet Roughage	\$39.30	\$34.84
c. Concentrates	\$61.94	\$128.41
d. Minerals & Supplements	\$4.35	\$0.68
e. Pasture	\$4.66	\$0.00
Total Feed Costs	\$179.52	\$250.24
Total Feed Costs (\$/cwt)	\$31.95	\$25.04
Total Hired Labor	\$44.64	\$30.17
Total Hired Labor Costs (\$/cwt)	\$7.94	\$3.02
Herd Replacement	\$19.00	\$24.33
Less: Calf Income (\$/Cow/Month)	\$18.21	\$6.49
Total Herd Replacement	\$19.00	\$24.33
Total Replacement Costs (\$/cwt)	\$3.38	\$2.43
Total Operating Costs	\$101.21	\$43.67
Total Operating Costs (\$/cwt)	\$18.01	\$4.37
Total Milk Marketing Costs	\$3.39	\$2.98
Total Milk Marketing Costs (\$/cwt)	\$0.60	\$0.30
Total Cost (\$/Cow/Month)	\$347.76	\$351.40
Total Cost (\$/cwt)	\$61.89	\$35.16
Milk Production Data		
a. Milk Sold/Total Cow/Month/ (cwt)	5.62	9.99
b. Lbs Milk Sold/milk cow/day	29.40	36.87
c. Gross Milk Receipts (\$/cwt)	\$40.89	\$44.86
d. Mailbox Price (\$/cwt)	\$42.28	\$46.63
e. Mailbox Price Less Costs/ (cwt)	-\$19.01	\$11.77
f. Income Over Feed Cost (\$/cwt)	\$10.33	\$21.59
g. Fat Test %	4.57%	5.30%
h. SNF Test %	9.12%	9.52%
Related Data		
a. Percent Dry Cows	38%	12%
b. Yearly Cull Rate	25%	31%
c. Misc. Income \$/cwt. (Drop Bull Calf)	\$0.24	\$0.06
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$370.00	\$366.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$576.68	\$546.53
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	12.00	14.80
g. Milkers (\$/hr with benefits & taxes)	\$19.68	\$23.08
h. Total Labor (\$/hr)	\$17.23	\$21.71
i. Milk Cow Feed Costs (\$/Cow/Day)	\$8.31	\$7.81
m. Average Total Investment per Cow	\$3,627	\$3,093